

Manager, Business Development - Foodservice

About the Role

Midwest Dairy is seeking a motivated, dynamic, self-starter to serve in the role of Manager of Business Development - Foodservice. Qualified individuals must have at least five years of progressive experience calling on foodservice company decision-makers. Applicant to live within Midwest Dairy ten state service region (Illinois, Iowa, Minnesota, South Dakota, North Dakota, Missouri, Kansas, Nebraska, Arkansas, or Oklahoma) calling on high volume foodservice companies with locations across the Midwest.

In this role, you would be responsible for building and maintaining relationships with foodservice companies to drive incremental dairy sales and build trust in dairy through a solution-based consultative selling approach. You will be asked to work independently from a home office and collaboratively within a matrix organization. The qualified candidate must possess skills in planning, organizing, and project management. You should be a strategic thinker who can identify business opportunities, provide solutions, and build positive partner relationships while constantly prospecting and developing new accounts. You bring a sales and marketing career focus.

Principle Position Responsibilities

- Identify, network, and build relationships with high-volume food service companies with locations in the 10-state Midwest Dairy region.
- Cold call, network, and follow up to build a steady pipeline of new business prospects ready for partnership.
- Increase incremental dairy sales through a solution-based consultative selling approach that includes the implementation of menu development, limited-time offers, new item launches, marketing support, and delivery model innovation that expands the use of dairy.
- Drive business decisions with food service partners by packaging and delivering relevant insights, data, and other assets.
- Monitor local food industry issues and trends to be relevant as a subject matter expert to foodservice partners.
- Utilize Customer Relationship Management software to manage communication and projects from start to finish, including project implementation planning, asset and messaging delivery, metrics collection, and communication of results.
- Package and share case study examples of sales partnerships to influence catalytic adoption of tactics with partners.
- Act to distribute resources and participate in crisis management as needed.
- Maintain an appropriate level of engagement with existing partners reflective of their contribution to total incremental dairy sales.
- Manage pilot initiatives that allow Midwest Dairy to test and learn to drive new dairy sales.

Why Work with Us?

Midwest Dairy is a non-profit organization striving to achieve the mission of Bringing Dairy to Life for a Better World. Sharing the story of dairy from farm to table is at the heart of everything we do. We are a strengths-based organization where we focus on the contributions of each member of the organization to achieve our goals and objectives. We provide opportunities for team building, volunteer time off, as well as:

- Retirement Savings Match Program
- ICHRA Benefits
- Dental Insurance
- Generous PTO
- Tuition Reimbursement

Salary: \$85,000 – 120,000 annually

To apply, please send your resume and cover letter to HR@midwestdairy.com.

Midwest Dairy is an equal-opportunity employer. Midwest Dairy does not discriminate against employees or applicants for employment because of race, color, creed, religion, national origin, gender, sexual orientation, disability, age, marital status, status in public assistance, or status as a Vietnam-era veteran.

Midwest Dairy represents 4,000 dairy farm families and works on their behalf to build dairy demand by inspiring consumer confidence in our products and production practices. For more information, visit MidwestDairy.com.